

Job Description - Junior Dealer

Function: Treasury & Financial Institutions

Division: FX Trading

Role: Junior Dealer

Reports to: Head FX Trading

About the role

We are a lean, high-performing FX Trading desk (team of 3) driving the Bank's currency exposures, interbank market making, and asset-liability gapping. Operating in a fast-paced environment where precision and risk discipline are non-negotiable, you will help operate the FX book and manage Nostro accounts. Acting under the Head of FX Trading, you will execute trades, build robust pricing models, and act as the critical liaison between the sales desk and interbank markets to secure competitive pricing.

Key Responsibilities

- Book, Nostro & Risk Management: Operate the daily FX book, manage Nostro balances ensuring the Bank never overdraws, and meticulously calculate, monitor, and record daily P&L.
- Trade Execution: Execute FX Swaps and spot/ready trades across a broad basket of global currencies, maintaining a primary strategic focus on the USD/PKR pair.
- Pricing & Analytics: Build and maintain dynamic pricing models and quantitative analytics to support trading strategies, risk assessment, and desk profitability.
- System Capture & Regulatory Reporting: Record all interbank FX transactions in Webtech for flawless settlement, and calculate/submit the daily Net Open Position (NOP) alongside aggregate payment flows to the SBP with zero-defect compliance.
- Sales & Stakeholder Liaison: Keep the Corporate & Institutional Sales (CIS) desk updated with ready/forward prices, quote rates to exchange companies/clients to generate conversion income, and maintain tight communications across internal (ALM, Treasury Ops, Middle/Back Office) and external (SBP, Interbank) counterparties.

Education and experience

Education: Bachelor's Degree preferably in a Business discipline with a strong commercial and quantitative lean.

Experience: Prior banking experience with a genuine hunger to learn and grow within Treasury/Capital Markets.

Soft Skills

- High intellectual curiosity and an independent learner. Demonstrate adaptability, potential, and a relentless eagerness to master global markets.
- Systems-oriented thinker with a strict respect for risk and a grasp on local as well as international economies.
- Fast learner willing develop quickly a robust understanding of Products / Pricing Mechanics, Risks and Hedging Techniques, and Regulatory parameters.
- Strong oral and written communication skills (including the ability to draft understandable, clear and consistent documents on topics within the areas of responsibility).
- Ability to manage multiple tasks, organize priorities and meet deadlines while demonstrating good interpersonal skills, with a desire and ability to develop strong relationships.

Technical Skills

- Financial Modeling & Automation: Advanced proficiency in Microsoft Excel. Exposure to programming languages (e.g., Python, VBA, or SQL) is a distinct advantage for automating desk workflows and building dynamic asset pricers.
- Treasury Systems Mastery: High aptitude for quickly mastering Treasury Management Systems (specifically Webtech) for flawless trade capture, Nostro reconciliation, and limit monitoring.
- Market Data Navigation: Familiarity with (or a demonstrated ability to rapidly learn) global market data terminals such as Bloomberg or Refinitiv LSEG.
- Corporate Reporting & Presentations: High proficiency in the Microsoft Office Suite (PowerPoint, Word) to develop sharp executive presentations, draft market updates, and formulate clear, consistent documentation for Treasury management.

Send CVs to affan.usmani@bipl.io with the subject line "Junior Dealer CV".